

CONTRACT ATTACHMENT E – Contractors Proposal**CLASS IV-VIDEO EQUIPMENT PRICING SCHEDULE****POLYCOM**

Product	Category	Discount Off List
VSX6000	Vid.4	32%
VSX7000 Series (7000, 7400, 7800)	Vid.4	32%
VSX8000 Series (8000, 8400, 8800)	Vid.4	32%
V500	Vid.4	32%
Vortex Voice Systems	Aud.4	32%
PVX	Vid.2	26%
ViaVideo Desktop Systems	Vid.2 & Vid.3	26%
MGC 50/100	NS.1	37%
MGC25	NS.2	32%
WebCommander	NS.1	37%
WebOffice	NS.1	37%
Video Software	SW.1	26%
Path Navigator Software	SW.1	26%
Conference Suite Software	SW.1	26%
Global Management Systems	SW.1	26%
Software	SW.1	26%
ReadiManager	ACC	15%
Video & Voice Accessories		

TANDBERG

Product	Category	Discount Off List
8000MXP	Packaged System	24%
7000MXP	Packaged System	24%
Maestro	Packaged System	29%
2000MXP	Packaged System	25%
1500MXP Desktop System	Personal Space	25%
1000MXP Desktop System	Personal Space	25%
150MXP Desktop System	Personal Space	25%
990MXP, 880MXP	Set Top Codec	29%
770MXP, 550MXP	Set Top Codec	25%
6000MXP Portable (camera &	Integration Codec	29%

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codec)	Installation Codec	32%
6000MXP Codec Only	Integration Codec	29%
3000MXP Portable (camera & codec)	Installation Codec	32%
3000MXP Codec Only	Software	44%
Natural Presenter Package (NNP)	Software	44%
MultiSite (MS)	Infrastructure	32%
MPS, MCU	Infrastructure	32%
Border Controller	Infrastructure	32%
Management Suite (TMS)	Infrastructure	32%
See&Share		

SONY

Product	Category	Discount Off List
PSC-1	Set Top System	30%
PCS-11	Set Top System	30%
PCS-TL50	Desk Top System	20%
PCS-G70	Large Venue	30%
LCD Projectors (Complete Line)	Projectors	21%
Plasmas and Large Monitors	Display	21%

SHARP

Product	Category	Discount Off List
LCD and DLP Projectors	All Products	25%

EPSON

Product	Category	Discount Off List
LCD and DLP Projectors	All Products	34%

STARBAK

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Product	Category	Discount Off List
Integrated Network (Complete Line)	A	30%
Upgrades	B	15%
Maintenance	C	10%

OTHER MANUFACTURERS

Product	Category	Discount Off List
SMART Interactive White Boards	All Products	23%
EXTRON Interface Devices	All Products	18%
CRESTRON Control Systems	All Products	30%
AMX Control Systems	All Products	30%
ELMO Document Cameras	All Products	20%
DA-LITE Projection Screens	All Products	22%
DRAPER Projection Screens	All Products	22%
VADDIO Cameras and Accessories	All Products	22%
DUKANE Video Projectors	All Products	25%
PIONEER Plasma & LCD Displays	All Products	55%
ALL OTHER Manufactures not specifically listed but represented by AVI Systems.	All Products	14%

A. On-Site Services

In the event that the STATE requires supplemental technical support, AVI Systems can provide services on a “time and material” basis. AVI Systems can provide same or next day support. The rate would be based on the following schedule:

ON-SITE SERVICES

Labor: On-Site and Travel Time	All Technicians	\$95.00 Per Hour
Mileage	Actual Driven	\$.40 Per Mile
Per Diem	Meals-Hotels	Actual Costs

SUBMITTED BY:

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AVI Systems

Glenn Bosch, Regional Vice President

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SERVICE AND SUPPORT SCHEDULE

3.04

Dedicated Contract Representative

Glenn Bosch-Regional Vice President (25 Years Industry Experience)

AVI Systems

1930 East Century Ave.

Bismarck, ND 58501

701-258-6360

701-258-2015 fax

glenn.bosch@avisys.com

Dedicated Back Up Contacts

Carol Ternes-Branch Administrator email: carol.ternes@avisys.com

Joe Zachmeier-Service Coordinator email: joe.zachmeier@avisys.com

In addition to the above contacts, the following sales representatives are available for product or system consultation as deemed necessary by the State. All contacts can be reached at AVI Systems.

Sales Representatives

Chuck Bohn-Sales email: chuck.bohn@avisys.com

Steve Butts-Sales email: steve.butts@avisys.com

Dean Eberle-Sales email: dean.eberle@avisys.com

Lyle Mader-Sales email: lyle.madder@avisys.com

Customer Services

At AVI Systems, we believe the ability to provide timely local customer support separates us from our competitors. Following is an overview on how service and sales support is deployed:

- When the STATE wishes to purchase equipment or integration services, they would contact the Dedicated Contract Representative (Glenn Bosch). He will then assign one of the Sales Representatives listed above. The STATE may request a Sales Representative based on previous projects or working relationships.
- When the STATE requires repair or maintenance services, they would contact the AVI Service Coordinator (Joe Zachmeier). Joe will deploy the appropriate service personnel based on the needs of the STATE.

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- AVI Systems has been doing business with the STATE for over 30 years and many agencies have established relationships with the AVI sales team. AVI Systems will honor those relationships. New customers will initially contact the Dedicated Contract Representative and have a Sales Representative assigned to their project. The Dedicated Contract Representative will continue to monitor the project to assure all requests are handled in a timely manner.
- AVI Systems will invoice the STATE Net 30 Days from the time equipment is delivered or services are completed. Projects that will be completed over a longer period will be progress billed at the end of every month. The terms of the progress billing will be Net 30 days.
- AVI Systems can provide a number of reporting options. These reporting options can be customized based on the needs of the STATE.

Equipment Support

AVI Systems has four levels of Scheduled Maintenance Agreements (SMA) that can be customized to meet the response requirements of the STATE. The SMA can also be bundled with manufactures equipment support plans that provide overnight equipment replacements and software upgrades. AVI Systems also has an extensive equipment demo inventory that provides emergency same day equipment spares. Additionally, AVI Systems can provide demand service for customers that don't have an SMA. The demand service is invoiced based on the time and materials used.

In the event that the STATE requires 1-4 hour or same day equipment replacement, AVI would offer the STATE a SMA that would provide the stocking of critical parts. Technicians would be dispatched from our Bismarck and Fargo offices and could reach most of the state within 4 hours.

Vendor/Manufacturer Relationship

AVI Systems represents over 400 manufacturers products and services. With most of these manufactures, AVI Systems has established the highest level of dealer agreement. For example, AVI Systems is a Polycom Direct Reseller and Tandberg Premier Reseller. AVI Systems is the only company with offices in North Dakota with these high-level dealer agreements.

Following is an overview of the dealer agreements for the key vendors:

- Polycom-Direct Polycom Reseller. Only dealer of this status with offices in North Dakota
- Tandberg-Authorized reseller of complete product line including MCU and TMS.
- Sony-Authorized reseller of complete product line including Video Conferencing products.
- Starbak-Premiere Partner/Value Added Reseller. Only dealer of this status with offices in North Dakota

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Vendor letters can be seen in Section 5.

Value Added Services

AVI Systems will provide the following Value Added Services to the STATE:

- System Design-AVI Systems Sales Representatives are available to provide system design services to the STATE at no-charge.
- Product Training-AVI Systems will sponsor manufacturers training sessions for the STATE at no-charge. These training sessions will take place at the AVI Systems Bismarck office.
- Product Demonstrations-AVI Systems will provide product demonstrations at its Bismarck office at no-charge to the STATE.

Prior Experience

AVI Systems was established in 1974 and designs and builds more projects regionally than any other firm.

In 2004, we completed 1,246 individual projects.

- The total technology value of these projects was \$37,213,378
- The average project size was \$30,000
- 1,000 projects were less than \$30,000 for a total technology value of \$9M
- 61 projects were in excess of \$100,000 for a total technology value of \$18M
- The largest project was \$3.9M
- The second largest project was \$1.7M

Specific project references and company financials are detailed in Section 5.

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AVI Systems Project Team

Robert Thuen

Service Manager

Bob has been with AVI Systems since 1975 currently serving us as the Service Manager in our Bismarck office. Bob has been a field installation technician, field service technician, and has training in the installation of Video Conferencing Systems, Professional Sound Systems, Video Systems, and CCTV systems. Bob carries an Associates Degree in Electronics and has is Video Pro (VP300) instrument certifications and Color Pro CP288 certifications.

Rich Beierle

Service Engineer/Technician

Rich is new to AVI but a veteran in the Broadcast/AV community. From 1986-2004 Rich was the Chief Engineer of KFYR/KMOT/KQCD/KUMV television. He was responsible for maintenance, planning and design for KFYR-TV. He supervised the engineering staff and oversaw the technical operations at the three satellite stations. He designed upgrades for the intercity microwave system. He also designed production facilities, master control, non-linear, microwave systems, and remote production vehicles. Rich was responsible for system IT requirements that included firewall, mail servers, news- room computer systems, LAN, WAN, remote access, and IBM AS400. His last assignment included complete planning and installation of the Digital Television equipment upgrade.

Terrill Epps

Service Technician II

Terrill joined AVI Systems in 2003 to support all codec technology. Terrill is factory trained in supporting Tandberg and Polycom products. He has been in Electronic Engineering since 1967 with 10 years of electronic bench repair for video, audio, communications, and control systems. Terrill has 5 years of experience in live sound reinforcement and multi-track audio recording. Additionally, Terrill has 10 years of experience in open loop control systems and workflow process analyst. Terrill has also worked as an independent computer consultant providing training in the use of DOS1-6; Win 3.0-XP and Business Computer Networking.

Wayne Mastel

Install Technician III

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- B. Wayne's career is about as long as the history of AVI Systems itself. Being a skilled veteran in the industry, Wayne has received training from Atlinex, TEF, JBL, SYN, and CON Digital, along with many others. His specialties include video interfacing, audio systems designing, and Dolby Theatre production. He also specializes in video and audio teleconferencing system integrations.

Shannon Triplett

Installation / Service Technician II

Shannon joined AVI Systems in 1999 as a graduate of Bismarck State College where he earned his A.A.S degree in Electronic Technology. Shannon is trained in the installation and service of video and audio systems including video teleconferencing systems.

Sharon Shea

Installation / Service Technician II

Sharon is a graduate of Bismarck State College with an A.A.S Degree in Electronics Technology. Sharon is a Crestron Authorized Programmer and is an AutoCAD draftsman. Sharon's skills include the design and assembly of custom audio and video solutions.

Douglas Eberle

Installation / Service Technician II

Doug has been with AVI Systems since 1990. He has an accredited A.S.E. Electronics degree, he is NICET II rated, and has been training in the installation of audio, video, and video conferencing technologies. Doug also specializes in the installation of security, card access, and fire alarm systems.

Duane Hartman

Installation / Service Technician II

Duane joined AVI Systems in 1996 as a service and installation technician. He has his NICET II rating and focus's on the installation of audio and video systems including video conferencing systems

Jeff Hagen

Installation / Service Technician II

Jeff has worked for AVI Systems since 1998. His specialties include the installation of nurse call, audio and video, professional sound, CCTV, and video conferencing systems.

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PROJECT REFERENCES

BT-WAN-State of North Dakota Bio Terrorism Wide Area Network

AVI Systems completed the integration of the BTWAN video conferencing network in October 2004. The project consists of 55 Polycom VSX 7000 endpoints and a MGC100 bridge.

Service Offering: AVI Systems is providing 7x24 phone and on-site technical support to the BT-WAN. This includes providing a single point of contact for support on the endpoints, bridge and scheduling.

Bob Pope
Nexus Innovations
1110 College Drive, suite 206
Bismarck, ND 58501
701-258-7072
bob@nexusinnovations.com

State of North Dakota—Department of Transportation

AVI Systems has recently completed a Tandberg Video conferencing system through out the eight district offices around the state. Also included in the project was a full conference room at the North Dakota state DOT office in Bismarck.

Service Offering: AVI Systems is providing 8x5 phone and on-site technical support to the ND Department of Transportation This includes providing a single point of contact for support on the audiovisual and videoconferencing equipment.

Terry Wiklund
ND Dept of Transportation
600 East Blvd Ave.
Bismarck, ND 58505
701-328-4332

State of North Dakota—Job Service

AVI Systems is just completing a project with Job Service ND to integrate Polycom Video Conferencing into their eight district offices throughout the state. This project has Samsung Plasma monitors on carts in the smaller offices, with Dukane projectors mounted into conference rooms in the larger offices.

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Service Offering: **AVI Systems is providing 8x5 phone and on-site technical support to the ND Job Service. This includes providing a single point of contact for support on the audiovisual and videoconferencing equipment.**

Larry D. Anderson
Job Service ND
1000 East Divide Ave.
Bismarck, ND 58501
701-328-2843